



Cambridge International AS & A Level

PSYCHOLOGY

9990/32

Paper 3 Specialist Options: Theory

May/June 2022

1 hour 30 minutes



You must answer on the enclosed answer booklet.

You will need: Answer booklet (enclosed)

INSTRUCTIONS

- Answer **four** questions in total:
Answer questions from **two** options.
For each chosen option, answer **all** questions.
- Follow the instructions on the front cover of the answer booklet. If you need additional answer paper, ask the invigilator for a continuation booklet.

INFORMATION

- The total mark for this paper is 60.
- The number of marks for each question or part question is shown in brackets [].

This document has **4** pages. Any blank pages are indicated.

Psychology and abnormality

Answer **all** questions.

- 1 (a) Explain what is meant by 'blood phobia'. [2]
- (b) Describe features of the blood injection phobia inventory (BIPI). [4]
- (c) Explain **one** similarity and **one** difference between the BIPI and the Generalised Anxiety Disorder assessment (GAD-7). [6]
- 2 (a) Describe the characteristics of impulse control disorders and non-substance addictive disorder (definitions, types, measures). [8]
- (b) Evaluate the characteristics of impulse control disorders and non-substance addictive disorder (definitions, types, measures), including a discussion about self-reports. [10]

Psychology and consumer behaviour

Answer **all** questions.

- 3 (a) Identify **two** of the virtual store layouts in the study by Vrechopoulos (2004) on the interior layout of grocery stores. [2]
- (b) Describe **two** results from the study by Vrechopoulos. [4]
- (c) Explain **one** strength and **one** weakness of the study by Vrechopoulos. [6]
- 4 (a) Describe what psychologists have discovered about choice heuristics in consumer decision-making (availability/representativeness, anchoring and purchase quantity decisions, pre-cognitive decisions). [8]
- (b) Evaluate what psychologists have discovered about choice heuristics in consumer decision-making (availability/representativeness, anchoring and purchase quantity decisions, pre-cognitive decisions), including a discussion about generalisability. [10]

Psychology and health

Answer **all** questions.

- 5 (a) Outline **one** reason why patients do **not** adhere to medical advice. [2]
- (b) Describe the study on improving adherence using the Funhaler by Watt et al. (2003). [4]
- (c) Explain **one** strength and **one** weakness of the study by Watt et al. [6]
- 6 (a) Describe what psychologists have discovered about individual factors in changing health beliefs (unrealistic optimism, transtheoretical model, health change in adolescents). [8]
- (b) Evaluate what psychologists have discovered about individual factors in changing health beliefs (unrealistic optimism, transtheoretical model, health change in adolescents), including a discussion of practical applications. [10]

Psychology and organisations

Answer **all** questions.

- 7 (a) Outline **one** universalist theory of leadership. [2]
- (b) Describe the contingency theory of leadership proposed by Fiedler (1967). [4]
- (c) Explain **one** strength and **one** weakness of the contingency theory of leadership. [6]
- 8 (a) Describe what psychologists have discovered about temporal conditions of work environments (shift-work, effects of shift-work on health, shift-work and accidents). [8]
- (b) Evaluate what psychologists have discovered about temporal conditions of work environments (shift-work, effects of shift-work on health, shift-work and accidents), including a discussion about ecological validity. [10]

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